

BUILDING  
PARTNERSHIPS



2020

 **The OrthoForum**

**Annual Conference**



# Building Successful Bundles: Developing & Publishing Pricing

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Columbia, SC



# Building Case Rates

- Determine which entity will own the case rate
- Determine what's included
- Negotiate anesthesia professional rates
- Establish ASC rates: include implants or not?
- Set rates
- Publish rates
- Establish workflow to facilitate bundles: financial and clinical



# What's Included?

- Minimum: consult visit to include x-rays; anesthesia; surgeon; assistant; facility fee + implant billed at cost; routine post-op care for 90 days to include x-rays
- Additional considerations: implant included, DME, nurse visit, impact of multiple CPTs
- TJR enhancements: one night's hotel stay; iovera, first round of post-op meds
- Post-op complications: What, if anything, is "covered"? For how long?
  - Complications directly related to surgery within 30 days
  - Professional surgeon fees waived? ASC fee for 2<sup>nd</sup> procedure waived, if applicable?
  - Hospital admission fees cannot be waived.



# Posting Allocation Worksheet

Category	Description	CPT 1	CPT 2	ASC	Office	MD	Asst	Anesthesia	DME Bundle	lovera	Admin Fee	Case Rate	Implant Included? If implants are not included, they will be billed at invoice cost. Invoice will be provided.
Foot/Ankle	Bunion correction: Keller, McBride or Mayo	28292										\$ -	n/a or not included
Hand/Wrist	Distal Radius Fracture	25609										\$ -	n/a or not included
Hand/Wrist	Distal Radius Fracture: 2 fragments	25608										\$ -	n/a or not included
Hip	Total Hip Replacement & Hip Resurfacing	27130										\$ -	included
Knee	ACL Repair	29888										\$ -	n/a or not included
Knee	Total Knee Replacement	27447										\$ -	included
Knee	Uni-knee Replacement	27446										\$ -	included
Shoulder	Shoulder scope with rotator cuff repair	29827										\$ -	n/a or not included
Shoulder	Total Shoulder	23472										\$ -	included
Spine	ACDF: 1 Level	22551										\$ -	included
Spine	ACDF: 2nd level	22551	22552									\$ -	included
Spine	Cervical Laminectomy; 1 level	63045										\$ -	n/a or not included
Spine	Lumbar Laminectomy; 2 levels	63047	63048									\$ -	n/a or not included



# Published Rate Examples

Category	Procedure	Description	Price	Codes
Foot/Ankle	Bunion correction: Keller, McBride or Mayo	Bundle includes pre-operative consult; surgeon's fee; ASC facility fee; anesthesiologist's fee; and routine post-operative care to include x-rays. Implants are not included in the bundle and will be billed at invoice cost.	\$ 4,940	CPT-28292
Hand/Wrist	Distal Radius Fracture	Bundle includes pre-operative consult; surgeon's fee; ASC facility fee; anesthesiologist's fee; and routine post-operative care to include x-rays. Implants are not included in the bundle and will be billed at invoice cost.	\$ 5,130	CPT-25609
Hand/Wrist	Distal Radius Fracture: 2 fragments	Bundle includes pre-operative consult; surgeon's fee; ASC facility fee; anesthesiologist's fee; and routine post-operative care to include x-rays. Implants are not included in the bundle and will be billed at invoice cost, if applicable.	\$ 5,130	CPT-25608
Hip	Total Hip Replacement & Hip Resurfacing	All-inclusive bundle includes pre-operative consult; surgeon's fee; physician assistant's fee; ASC facility fee; anesthesiologist's fee; implant; routine post-operative care to include x-rays; leg lifter; sock aide; sponge on a stick; reacher/grabber; cold therapy unit; crutches, cane and/or knee immobilizer as needed; 2 visits from home health nurse; 1 night in a nearby hotel if patient lives more than 1 hour from facility	\$ 26,640	CPT-27130
Knee	ACL Repair	Bundle includes pre-operative consult; surgeon's fee; ASC facility fee; anesthesiologist's fee; and routine post-operative care to include x-rays. Implants are not included in the bundle and will be billed at invoice cost.	\$ 6,380	CPT-29888



# Published Rate Examples

Category	Procedure	Description	Price	Codes
Knee	Total Knee Replacement	All-inclusive bundle includes pre-operative consult; surgeon's fee; physician assistant's fee; ASC facility fee; anesthesiologist's fee; implant; routine post-operative care to include x-rays; leg lifter; sock aide; sponge on a stick; reacher/grabber; cold therapy unit; crutches, cane and/or knee immobilizer as needed; 2 visits from home health nurse; 1 night in a nearby hotel if patient lives more than 1 hour from facility. Bundle also includes lovera treatment 1 week pre-operatively to reduce need for opioid pain management post-operatively.	\$ 27,250	CPT-27447
Knee	Uni-knee Replacement	All-inclusive bundle includes pre-operative consult; surgeon's fee; ASC facility fee; anesthesiologist's fee; implant; routine post-operative care to include x-rays; leg lifter; sock aide; sponge on a stick; reacher/grabber; cold therapy unit; crutches, cane and/or knee immobilizer as needed; 2 visits from home health nurse; 1 night in a nearby hotel if patient lives more than 1 hour from facility. Bundle also includes lovera treatment 1 week pre-operatively to reduce need for opioid pain management post-operatively.	\$ 18,595	CPT-27446
Shoulder	Shoulder scope with rotator cuff repair	Bundle includes pre-operative consult; surgeon's fee; ASC facility fee; anesthesiologist's fee; and routine post-operative care to include x-rays. Implants are not included in the bundle and will be billed at invoice cost.	\$ 5,800	CPT-29827
Shoulder	Total Shoulder	All-inclusive bundle includes pre-operative consult; surgeon's fee; physician assistant's fee; ASC facility fee; anesthesiologist's fee; implant; overnight stay in ASC; routine post-operative care to include x-rays; shoulder immobilizer; cold therapy unit; 2 visits from home health nurse; 1 night in a nearby hotel if patient lives more than 1 hour from facility	\$ 27,060	CPT-23472



# Published Rate Examples

Spine	ACDF: 1 Level	Bundle includes pre-operative consult; surgeon's fee; ASC facility fee; implants; anesthesiologist's fee; and routine post-operative care to include x-rays	\$ 24,140	CPT-22551
Spine	ACDF: 2 levels	Bundle includes pre-operative consult; surgeon's fee; ASC facility fee; implants; anesthesiologist's fee; and routine post-operative care to include x-rays	\$ 27,240	CPT-22551 and 22552
Spine	Cervical Laminectomy; 1 level	Bundle includes pre-operative consult; surgeon's fee; ASC facility fee; anesthesiologist's fee; and routine post-operative care to include x-rays. Implants are not included in the bundle and will be billed at invoice cost, if applicable.	\$ 10,250	CPT-63045
Spine	Lumbar Laminectomy; 2 levels	Bundle includes pre-operative consult; surgeon's fee; ASC facility fee; anesthesiologist's fee; and routine post-operative care to include x-rays. Implants are not included in the bundle and will be billed at invoice cost, if applicable.	\$ 13,060	CPT-63047 and 63048





### To Publish or Not to Publish?

Free Market Medical Association Practice or ASC website

### Considerations:

Response of local payers to published pricing

Opportunities to pursue agreements with local employers, their TPAs, brokers or other 3<sup>rd</sup> parties supporting employers

ShopHealth > Search Results

## Search Results

Searching for Facilities containing the search term "midlands"

Sort By: Name | State

Services (0)

Providers (1)



Midlands Orthopaedics & Neurosurgery

1910 Blanding St  
Columbia, SC 29201

803-933-6134  
bundles@midorthoneuro.com  
View Website

MEMBERS

Validation Institute 2020 Health Value Award Finalist



# Workflow Considerations

- How will inquiries be received and quotes prepared?
- How will medical records be received and reviewed?
- Who will facilitate scheduling of consult and surgery?
- Who will serve as clinical and financial contact?
- How and when will payment be received?
- How will funds be distributed to other parties?
- How will internal payment be allocated?

Midlands Orthopaedics & Neurosurgery is pleased to offer bundled case rates for orthopedic and spine procedures to facilitate cost-effective, high-quality medical care for employers and employees. Rather than separating costs for each service, the bundled case rate includes all services provided over the prescribed episode of care. Any additional services that are recommended or required as part of the surgery will be clearly delineated and agreed upon prior to surgery. Some bundles include the cost of implants. For others, implants will be charged at cost (copy of invoice provided) after the surgery, but an implant estimate will be given pre-operatively.

Our bundled rates are available via the ShopHealth Healthcare Marketplace:

<https://shophealth.fmma.org/?token=wvy8DaQv2a3PIB3T9kJOGrptu0mGfUPoAmNPMfwQ&provider=152&ort=title&direction=asc>

All services are performed at Midlands Orthopaedics & Neurosurgery offices and The Surgery Center at Midlands Orthopaedics & Neurosurgery on an outpatient basis. Some procedures do include one overnight stay. Patient eligibility for outpatient joint replacement and advanced spine procedures is determined by overall health status.

#### What's the Process?

Request a preliminary quote via this link: <https://midorthoneuro.formstack.com/forms/bundledraterequest>

We will need to know the CPT codes or procedure names you would like quoted; the location of the patient; and the name/contact info of the person to whom we should respond.

To proceed after receiving the initial quote, our Nurse Case Manager will request patient demographics, any existing medical records and imaging. A surgeon in our practice will review to determine if he agrees with the previous diagnosis or if he requires additional information before accepting the case.

If the surgeon accepts the case, a formal Letter of Agreement will be provided outlining all services included in the case rate; any optional services or supplies that are required or recommended; the recommended time the patient should remain in Columbia post-operatively; and expectations for physical therapy and follow-up visits.

Upon receipt of a signed Letter of Agreement, the surgery date will be confirmed, and preoperative clearances/labs orders will be issued.

A face to face consult with patient and surgeon will be conducted prior to surgery. This consult will be scheduled based on patient's proximity to Midlands Orthopaedics & Neurosurgery.

Consults may be scheduled before the decision for surgery is confirmed if the patient lives within easy driving distance of Columbia, SC. This visit costs \$150, which will be attributed to the bundled rate if surgery is scheduled.

MIDLANDS  
**orthopaedics**  
& NEUROSURGERY

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**Finalist**

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Patients who prefer not to travel for the consult visit in advance may meet the surgeon the day prior to surgery if we have been able to schedule it based on medical records received.

The bundled case rate payment listed on the Letter of Agreement will be expected within 30 days of the surgery being performed. Please let us know if you need an invoice in addition to the Letter of Agreement.

#### Getting Started

1. Plan or Employer Representative submits request for preliminary quote:  
<https://midorthoneuro.formstack.com/forms/bundledraterequest>
2. To proceed following receipt of preliminary quote, Plan or Employer representative provides introduction to the person who will coordinate care for the patient. Our Nurse Case Manager, Candace Patton, will facilitate scheduling for the practice.
3. Provide contact information (name, phone and email) for Plan or Employer representative who will approve the Letter of Agreement if different than the patient liaison referenced in number 2.
4. Submit medical documentation and imaging studies to support need for surgery as well as general medical history if available. Imaging film AND reports are necessary. Email or fax to Nurse Care Manager (Candace Patton) listed below.
5. Patient may be asked to complete a New Patient Packet for Employer Directed Bundle at <https://midorthoneuro.formstack.com/forms/newbundle> if the medical records provided are not sufficient to assess the patient's overall health status.
6. Patient is expected to sign HIPAA Medical Record Release with patient signature at <https://midorthoneuro.formstack.com/forms/recordstomon>
7. Practice Nurse Case Manager will communicate directly with patient and/or designated Plan Representative to coordinate next steps.

#### Contacts

Our dedicated team is here to provide efficient, quality care. To take the next step, please contact our first point of contact Candace Patton, Nurse Care Manager.

Clinical Liaison: Candace Patton  
Nurse Care Manager  
[candace.patton@midorthoneuro.com](mailto:candace.patton@midorthoneuro.com)  
Phone: 803-933-6364 | Fax: 803-933-6340

Accounting Liaison: Lynde Bledsoe  
Business Office Manager  
[lynde.bledsoe@midorthoneuro.com](mailto:lynde.bledsoe@midorthoneuro.com) | Phone: 803-933-6138

Program Oversight: AnnMargaret McCraw  
Chief Executive Officer  
[annm@midorthoneuro.com](mailto:annm@midorthoneuro.com) | Phone: 803-933-6134

You may reach the entire team via the email address [bundles@midorthoneuro.com](mailto:bundles@midorthoneuro.com).



**Bundled Case Rate Letter of Agreement**

Date prepared:

Patient Name or ID:

MON ID:

Referred By: SavingEmployersMoney (SEM) | Bill Smith | bsmith@savingemployersmoney.com

Payer: SEM

Practice Clinical Contact: Candace Patton | candace.patton@midorthoneuro.com | 803.933.6364

Practice Billing Contacts: Lynde Bledsoe, Business Office Manager | [lynde.bledsoe@midorthoneuro.com](mailto:lynde.bledsoe@midorthoneuro.com) | 803.933. 6138

Procedure(s): CPTs 29888 | ACL/MCL Repair Surgeon: Robert M. DaSilva, MD

Surgical Case Rate: \$6,380 + implants and bracing

Services included: Office consultation on \_\_\_\_\_  
 Midlands Orthopaedics & Neurosurgery  
 1910 Blanding Street, Columbia, SC 29201  
 Surgeon's fee, ASC facility fee & Anesthesia fee  
 Surgery on \_\_\_\_\_ | Time TBD  
 The Surgery Center at Midlands Orthopaedics & Neurosurgery  
 1930 Blanding Street, Columbia, SC 29201  
 Routine post-op care to include x-rays (90 days) | Follow-up visit required at 2 weeks

Additional supplies required post-operatively:

Cold therapy unit to reduce post-op pain control and swelling:	\$ 200.00
Crutches	\$ 20.00
Knee Immobilizer	\$ 40.00
Functional brace for use 4 weeks after surgery (price contingent on size)	\$ 550.00

Expected Total Cost: Surgery case rate + bracing and cold therapy unit	\$ 7,190.00
Implants will be billed at invoice cost and will not exceed	<u>\$ 1,200.00</u>
	<b>\$ 8,390.00</b>

Notes: Patient should arrive the day prior to surgery and stay one night after surgery.  
 Our nurse case manager will check on her the morning following surgery at the hotel.  
 No pre-op labs or tests needed. 2-week follow-up visit required to remove stitches.  
 PT prescription will be provided for local therapy. Therapist will need to communicate with Dr. DaSilva and provide a video to illustrate range of motion. Unless patient has complication or fails to progress well, no additional follow-up visits are necessary. Let us know preferred therapy provider. Patient must have adult accompany her for surgery.

SEM will remit payment in full to Midlands Orthopaedics & Neurosurgery (MON) so no payment will be collected from or billed to the patient. MON will email invoice following the procedure to \_\_\_\_\_.

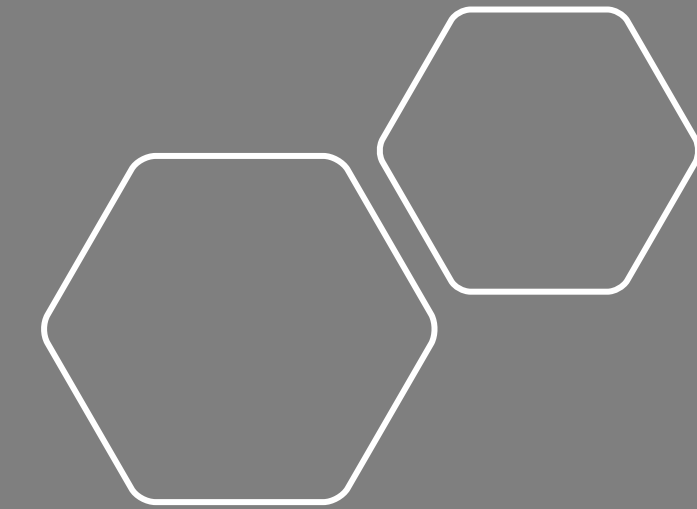
Nearby hotels: We recommend booking a handicap accessible room.

Hotel Trundle, 1224 Taylor Street, Columbia, SC 29201 | [www.hoteltrundle.com](http://www.hoteltrundle.com): PromoCode:midorthoneuro

Hilton Garden Inn, 1200 Pickens Street, Columbia, SC 29201 | [hilton.com/en/hotels/caecdgi-hilton-garden-inn-columbia-downtown/](http://hilton.com/en/hotels/caecdgi-hilton-garden-inn-columbia-downtown/)

Letter of Agreement approved on behalf of provider by AnnMargaret McCraw, CEO.

Letter of Agreement approved on behalf of payer by \_\_\_\_\_ on \_\_\_\_\_.



Ann Margaret McCraw, CEO  
Midlands Orthopaedics & Neurosurgery  
*[annm@midorthoneuro.com](mailto:annm@midorthoneuro.com)*